

Message Text

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SUBJECT: PROCESS CONTROLS TSS, JUNE 13-16

1. PROCESS CONTROL PRESENTATIONS ON JUNE 14 ENJOYED
STANDING ROOM ONLY AUDIENCE OF SOME 150 BULGARIAN
SPECIALISTS FROM WIDE VARIETY OF INDUSTRIES INCLUDING
PETROCHEMICALS, METALLURGY, FOOD PROCESSING, ENERGY,
MACHINE BUILDING, BREWING, AND ELECTRONICS. SPEAKERS
WERE PLEASED WITH BOTH SIZE AND COMPOSITION OF AUDIENCE.
BULGARIAN AUDIENCE ALSO FOUND SEMINAR USEFUL, AS INDICATED
BY LENGTH OF QUESTION AND ANSWER PERIODS AND BY COMMENTS
MADE DURING SEMINAR AND SUBSEQUENT APPOINTMENTS.

2. DCM MADE OPENING REMARKS. U.S. CO-CHAIRMAN LANGE AND
BULGARIAN CO-CHAIRMAN, DR. IVAN PETROV, DIRECTOR OF
INSTITUTE ON INSTRUMENT MAKING, MINISTRY OF ELECTRONICS
AND ELECTRICAL ENGINEERING, THEN GAVE BRIEF INTRODUCTORY
REMARKS. LANGE ALSO MADE GPE PRESENTATION IN ABSENCE
OF GPE REP, WHO WAS UNEXPECTEDLY CALLED TO THE POZNAN
FAIR. FOLLOWING SEMINAR, DVM HOSTED RECEPTION FOR TSS MEMBERS
WHICH WAS ATTENDED BY SEVERAL KEY BULGARIAN OFFICIALS.

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3. THURSDAY AND FRIDAY WERE AVAILABLE FOR INDIVIDUAL
APPOINTMENTS. THURSDAY GROUP MEETINGS WERE HELD AT THE
MINISTRY OF CHEMICAL INDUSTRY AND AT THE MINISTRY OF
METALLURGY AND MINERAL RESOURCES. LATTER SHOWED PARTICU-
LAR INTEREST IN SEMINAR. MINISTER STAMENOV ATTENDED
GROUP MEETING AND SOME 40 SPECIALISTS ATTENDED TSS.

STAMENOV ALSO TOOK UNUSUAL STEP OF ARRANGING DINNER FOR TSS PARTICIPANTS EVENING OF JUNE 15. MAIN TOPICS OF INTEREST TO THE MINISTRY INCLUDED QUALITY CONTROL DEVICES AND INSTRUMENTS, POLLUTION CONTROL DEVICES, CONTROL SYSTEMS FOR FERROUS AND NON-FERROUS METALS PROCESSING, THE CONTEMPLATED NEW METALLURGICAL PLANT AND UPGRADING OF BULGARIA'S EXISTING STEEL INSTALLATIONS.

4. MASONEILAN SIGNED A DOLLARS 70,000 CONTRACT DURING THE SEMINAR AND MADE SEVERAL NEW CONTACTS LEADING TO PROJECTED TWELVE-MONTH SALES OF DOLLARS 100,000. (THIS PARAGRAPH NOT FOR PUBLICATION.)

5. WHILE OTHER COMPANIES DID NOT HAVE ANY IMMEDIATE SALES NOR DID THEY PROJECT ANY 12-MONTHS SALES, GIVEN THE NATURE OF THEIR PRODUCTS WHICH REQUIRE EXTENSIVE NEGOTIATIONS AND ENGINEERING, ALL WERE PLEASED WITH THE COMMERCIAL PROSPECTS DEVELOPED.
GARTHOFF

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